

**SERVICE: VIDEO SERVICE
K-12 DISTANCE LEARNING DELIVERY SYSTEMS**

Table 3-11

STATE	DISCOUNTED RATE
ILLINOIS (Ameritech)	<p><i>Schools - Advanced Video Service (3 year fixed rate contract)</i></p> <p>NONRECURRING:</p> <ul style="list-style-type: none"> • \$1,000 per port <p>FIXED CHARGES:</p> <ul style="list-style-type: none"> • \$1,640.00 per month per port for up to 80 hours <p>USAGE CHARGES:</p> <ul style="list-style-type: none"> • \$10.00 per hour per port for hours 81-200; • \$2.00 per hour per port for hours above 200
KANSAS* (Southwestern Bell)	<p><i>Schools - Analog Video Service</i></p> <p>FIXED CHARGES:</p> <ul style="list-style-type: none"> • \$1,155+ per month
MISSOURI** (Oregon Farmers Mutual Telephone Company)	<p><i>Schools - Analog video Service</i></p> <p>NONRECURRING:</p> <ul style="list-style-type: none"> • \$880 (Local distribution channel and interoffice channel) • \$267.00 (Hubbing option) <p>FIXED CHARGES:</p> <ul style="list-style-type: none"> • \$524.10 per month, plus \$52.40 per month for second through eighth 1/4 mile or fraction, plus \$21.50 per month for each additional 1/4 mile or fraction (per local distribution channel) • \$160.30 per mile per month (per interoffice channel) • \$551.20 per month (per hubbing location)

* United in Kansas provides full motion or compressed interactive video services to qualified educational and medical institutions at a 25% discount off tariffed rates or customer specific pricing.

** Southwestern Bell in Missouri also provides a discount for video services.

SERVICE: VIDEO SERVICE, *continued*
K-12 DISTANCE LEARNING DELIVERY SYSTEMS

Table 3-11

STATE	DISCOUNTED RATE
NEBRASKA	<p><i>Schools -</i></p> <ul style="list-style-type: none"> • 50% discount (Digital Data Services and High Capacity Services for provision of Two-way Interactive Video Services.) • Individual case basis (Other Educational Interactive Video Services)
NEW JERSEY (Bell Atlantic)	<p><i>Schools -</i></p> <ul style="list-style-type: none"> • \$1,050 per month (\$995 for special needs district) for county-wide Interactive Distance Learning Service • \$1,350 (\$1295 for special needs district) for LATA-wide Interactive Distance Learning Service.

**SERVICE: OTHER REGULATED SERVICES
K-12 DISTANCE LEARNING DELIVERY SYSTEMS**

Table 3-12

STATE	DISCOUNTED RATE
MAINE (NYNEX)	<p><i>Public schools and libraries -</i></p> <ul style="list-style-type: none"> • Up to 300% increase in intrastate toll calling minutes above their current usage at no additional charge. • \$.11 per minute for any toll usage over the 300% level
OKLAHOMA (Southwestern Bell)	<p><i>Schools -</i></p> <ul style="list-style-type: none"> • No charge for intraLATA long distance services beginning January 1, 1996, until OneNet connections are available or until January 1, 1999, whichever occurs first.
TEXAS (Statewide)	<p><i>Schools -</i></p> <p>For any communications services used predominantly for distance learning purposes:</p> <ul style="list-style-type: none"> • 25 percent discount, initially. • Ultimately, no less than 105%, and no greater than 110% of the customer specific long run incremental cost.
WISCONSIN (Statewide)	<p><i>Education, government -</i></p> <p>Discounts for the following services:</p> <ul style="list-style-type: none"> • Two-way interactive video services; • High-speed data transfer; • Toll call access to the Internet; • Direct internet access. <p>of:</p> <ul style="list-style-type: none"> • 30% per month or \$300 per month for the first year • 20% per month or \$200 per month for the second year • 10% per month or \$100 per month for the third year

Table 3-13

NUMBER OF STATES OFFERING DISCOUNTS, BY SERVICE

SERVICE	NUMBER OF STATES OFFERING A DISCOUNT
POTS	7
56 kbps Digital Data Service	2
56 kbps Frame Relay Service	1
ISDN-BRI	1
DS-1 (1.544 mbps)	3
1.544 mbps Frame Relay Service	1
DS-3 (45 mbps)	2
Digital Video Service (1.544 mbps)	3
Digital Video Service (45 mbps)	1
Video Service	5
Other Regulated Services	4

CHAPTER 4

THE APPROPRIATE ROLE OF THE FPSC IN FOSTERING THE USE OF EDUCATIONAL INFRASTRUCTURE IN FLORIDA

In analyzing the options for the FPSC, the following factors should be considered:

- Actions by other state commissions;
- Relevant law of the State of Florida and the current status of FDLN;
- Recently enacted Federal Telecommunications Act; and
- Florida's continuing needs for further infrastructure development and use.

ALTERNATIVES FOR FOSTERING THE USE OF EDUCATIONAL INFRASTRUCTURE

From the review of the 13 commission plans that are in the process of fostering infrastructure use for educational purposes, it is apparent that there are three general categories of approaches taken by states. These state commissions are either authorizing:

- Dollars to be committed to infrastructure investment on the part of LECs;
- Dollars to be directed to funding equipment purchases and training by educational entities; or
- Discounted services used by educational entities.²⁶

Other states have commonly used LEC transitions to alternative regulation as a vehicle to obtain funding for educational infrastructure investment, equipment purchases by educational entities, and other educational purposes. Using the transition to alternative regulation as a vehicle to foster educational telecommunications infrastructure does not appear to be a realistic alternative in Florida because the general terms and conditions for LECs to elect rate cap regulation are already set forth in the new Florida law.

California is contemplating bringing advanced services to schools and libraries via a grant program funded by either a surcharge on telecommunications customers or carriers, or taxes on the sale or manufacture of advanced telecommunications products. This also does not appear to be an option for Florida at this time because both surcharges on carriers or customers authorized by the

²⁶There are four additional state commissions that did not provide information regarding a plan but did provide information on discounts that are offered to educational entities.

FPSC, and taxes on the sale or manufacture of products, would require a legislative mandate.

Finally, the remaining alternative, requiring discounts for services used by educational entities, appears to be a viable alternative for the FPSC at this point.²⁷ There are several issues that need to be addressed when considering whether to offer such a discount.

1. Who should qualify?
2. What types of services should be discounted?
3. Which entities should offer discounts and under what circumstances?
4. What should be the amount and form of a discount?
5. What is the importance of a discount?
6. What is the cost of a discount?

The following discussion will address these issues.

ISSUES IN CONSIDERING WHETHER TO OFFER A DISCOUNT

Who should qualify?

This issue is most thoroughly addressed by the new Florida law when it defines eligible facilities. (See 364.508(7), F.S.) The federal law lists elementary schools, secondary schools, and libraries who are making use of the discounted service for educational purposes. (See 254(h)(1)(B).)

What types of services should be discounted?

As included in their plans, Maine and Michigan have made definitive statements as to what services should be discounted. Maine has adopted voice grade or Frame Relay Service (at 56 kbps) as the "standard service" for all public schools and libraries. Michigan prioritized data service and Internet access over video service and two-way interactive television.

The discounts offered by other states serve to indicate what services each state commission believes should be promoted. Services discounted for educational purposes range from POTS to advanced video services. Table 3-13 shows the number of states that provide discounts for certain services.

²⁷The next section contains an in-depth discussion as to why discounts are a viable alternative in light of the new law in Florida and the 1996 Federal Telecommunication Act.

Table 3-13

NUMBER OF STATES OFFERING DISCOUNTS, BY SERVICE

SERVICE	NUMBER OF STATES OFFERING A DISCOUNT
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Digital Video Service (1.544 mbps)	3
Digital Video Service (45 mbps)	1
Video Service	5
Other Regulated Services	4

For the FPSC to decide what services it should consider discounting, the current Florida law and the recent actions of the FDLN should also be considered. Under Chapter 364, F.S., the FDLN is given the task of "coordinating, enhancing, and serving as a resource center for advanced telecommunications services and distance learning in all public education delivery systems." This charge entails producing a plan that specifies what services fall under the category of advanced and which services are appropriate for use by eligible facilities. In the case of schools (K-12), to date the FDLN has designated DS-1 as the prescribed minimum functionality. It appears that services at or above the minimum functionality would receive discounted connections of up to \$20,000 and under certain circumstances a discount on the monthly usage. Given the FDLN's focus, the FPSC may want to consider adopting a role that complements that of the FDLN. With this in mind, the FPSC may want to consider discounting voice-grade Internet access lines, 56 kbps digital services, ISDN-BRI or any other similar or interoperable services which can provide data service and Internet

access more affordably than those services that are oriented towards the provision of video conferencing.^{28 29}

Which entities should offer discounts and under what circumstances?

Both the new Florida law and the 1996 Federal Telecommunications Act address which entities should offer discounts and under what circumstances. The Florida law requires that in the absence of a bid and in a carrier of last resort situation, LECs shall provide services below commercially available rates for comparable service and less than the statewide average of such services.³⁰ It expressly prohibits the recovery of discounts from the intrastate Universal Service Fund.³¹

The Telecommunications Act of 1996 specifies which entities should offer discounts and under what circumstances. It states:

All telecommunications carriers serving a geographic area shall, upon bona fide request for any of its services that are within the definition of universal service under sub-section (c)(3), provide such services to elementary schools, secondary schools, and libraries at rates less than the amounts charged for similar services to other parties...^{32 33}

In the Federal law, recovery for discounts is mandated as either an offset to an obligation to contribute to the mechanisms to preserve and advance universal service or by receiving reimbursement utilizing those same mechanisms. It is possible that the Florida prohibition on

²⁸The FPSC may want to consider interoperable services depending on who the FPSC decides should be the entities offering any proposed discount. As will be discussed below, the Federal law requires discounts by all telecommunications providers. (See 254 (h)(1)(B).)

²⁹The results of the LCS district case study also indicate that it may be appropriate to discount these same services.

³⁰Section 364.515(3), F.S. The role assigned to the FPSC is to verify that in the event that no bid is received and DMS petitions the FPSC for an enforcement order, that the carrier of last resort is performing under these requirements.

³¹Section 364.025(2), F.S. Section 364.051(5), F.S. and Section 364.163(3), F.S. address under what circumstances the costs and expenses of government programs such as discounting telecommunications services to educational entities can be recovered via basic local telecommunications and access rates.

³²Section 254 (h)(1)(B)

³³The term "telecommunications carrier" means any provider of telecommunications services, except that such term does not include aggregators of telecommunications services (as defined in section 226)...(See Section 3, (49).)

recovering lost revenue due to discounts from an intrastate Universal Service Fund may conflict with offering the intrastate discounts that the Telecommunications Act of 1996 requires states to consider implementing. The issue of an appropriate avenue for revenue recovery will need to be addressed by the FPSC if educational discounts are implemented. However, beyond the issue of revenue recovery it is not clear that current state law authorizes the FPSC to require all telecommunications providers to offer discounted services to educational entities.

What should be the amount and form of a discount?

The Florida state law dictates that the rates offered by LECs in a carrier of last resort situation and in the absence of a bid shall be discounted such that they are below commercially available rates for comparable services and less than the statewide average of such services.³⁴

The amount and the form of the federally "suggested" intrastate discount is at the discretion of the state:

The discount shall be an amount that the Commission, with respect to interstate services and the States with respect to intrastate services, determines is appropriate and necessary to ensure affordable access to and use of such services by such entities.³⁵

Other than general constraints set forth by the state law, the amount and form of intrastate discounts, are left to the FPSC to determine. The FPSC can choose whether to prescribe a percentage discount or a specific dollar amount as the discount. Texas has chosen to use both:

Initially, any communications services used predominantly for distance learning purposes qualify for a 25 percent discount. Ultimately, when a service is provided to an educational institution, the LEC must price those components of the service used predominantly for distance learning no less than 105%, and no greater than 110% of the customer specific long run incremental cost.³⁶

Pricing at above incremental cost serves to protect captive ratepayers. In this manner, no service will be provided unless the revenue received for that service exceeds the cost of said service. The degree to which price exceeds incremental cost will depend on how much of the current contribution to joint and common costs should be designated for funding of educational

³⁴Section 364.515(3).

³⁵Section 254 (h)(1)(B).

³⁶See Chapter 3 of this report.

telecommunications infrastructure.

What is the importance of a discount?

Twenty-two school districts responded in the 67 School District Survey that they were not planning to file needs requests for some of their eligible facilities. Of the 22, 16 cite costly ongoing service charges as one reason for not filing needs requests. It would appear that discounts for telecommunications services for educational use could have a significant effect on the use of educational telecommunications infrastructure.

What is the cost of a discount?

It is beyond the scope of this paper to calculate the estimated cost of various discount options. However, in examining the school districts' eligible facilities, which is a subset of the overall total of eligible facilities in the state, it has been concluded that if all of the schools were provided the maximum \$20,000 worth of connection fee discounts, that could possibly create a responsibility of providing almost \$52 million worth of value to the school districts.^{37 38}

It is up to the FPSC to judge the weight that should be placed on this number and others. If the FPSC were to further consider providing additional discounts to educational entities that use telecommunications services, the next step in the analysis would be to quantify the effects of any such proposals.

FINAL WORD

Based on the results of this research, the following guidelines should be adhered to in any further actions taken by this commission to foster educational infrastructure development.

- Using either the state or federal definition of educational entities to designate who should qualify for discounts;
- Prioritizing discounts for data service and Internet access over discounts for video service and two-way interactive television (especially in light of the FDLN's commitment to advanced telecommunications services);

³⁷Eligible facilities are defined in 364.510(4) F.S.

³⁸It appears that the \$52 million for connection is a discount off of the installation of an advanced telecommunications service. For LECs to bear the full responsibility of this \$52 million dollars, all of these connections would have to be provided in the absence of a bid and with the LEC having Carrier of Last Resort status.

- Discounts for data service and internet access would include services such as voice-grade Internet access lines, 56 kbps digital services, ISDN-BRI or any other similar or interoperable services;
- To the extent allowed by law, requiring all telecommunications providers, not just LECs, to provide discounts;
- Pricing discounted services above their incremental costs;
- Quantifying the cost effects of any discount proposals prior to adoption.

ATTACHMENTS

Commissioners:

SUSAN P. CLARK, CHAIRMAN
J. TERRY DEASON
JULIA L. JOHNSON
DIANE K. KIESLING
JOE GARCIA



Division of Research and Regulatory Review
DANIEL M. HOPPE, DIRECTOR
(904) 413-6800

Public Service Commission
MEMORANDUM

January 5, 1996

TO: Florida School Districts
(Specific addressees on attached list)

FROM: Daniel M. Hoppe, Director, Research and Regulatory Review *DMH*

SUBJECT: Survey Concerning School Districts' Advanced Telecommunications Infrastructure Improvement Plans in Response to the Education Facilities Infrastructure Improvement Act

The recently enacted Education Facilities Infrastructure Improvement Act contains a provision that aims to promote infrastructure investment in advanced telecommunications services for eligible educational facilities. Schools in your district may be entitled to subsidized advanced telecommunications infrastructure. However, there are two requirements to obtain such subsidies. First, an eligible facility must submit a request and secondly, the request must be approved. The purpose of this survey is to estimate the number of requests that will be forthcoming from eligible facilities. Further, its purpose is to assess the reasons eligible facilities would or would not make requests.

A background of the Education Facilities Infrastructure Improvement Act is included to assist you in completing the survey. Statutory definitions of the terms "advanced telecommunications services" and "eligible facilities" are also listed. The survey questionnaire consists of six questions, the majority of which only require a check mark as a response.

Information gathered in this survey will greatly augment the ability of the Florida Public Service Commission to make fully-informed regulatory decisions in relation to its role in the implementation of the Act. Please return the survey by January 29, 1996. Should you have questions concerning the survey, please do not hesitate to call Daniel Lee at (904)413-6836 or Shedrick Pugh at (904)413-6875. Thank you for your participation.

DMH:DQL:tf/d-efia
Attachments

**FLORIDA PUBLIC SERVICE COMMISSION
DATA/INFORMATION REQUEST ON
ADVANCED TELECOMMUNICATIONS INFRASTRUCTURE IMPROVEMENT
PLANS OF FLORIDA SCHOOL DISTRICTS**

DATE DATA REQUEST DUE: January 29, 1996
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SCHOOL DISTRICTS

ALACHUA COUNTY SCHOOL/Alachua County School Superintendent
BAKER COUNTY SCHOOL/Baker County School Superintendent
BAY COUNTY SCHOOL/Bay County School Superintendent
BRADFORD COUNTY SCHOOL/Bradford County School Superintendent
BREVARD COUNTY SCHOOL/Brevard County School Superintendent
BROWARD COUNTY SCHOOL/Broward County School Superintendent
CALHOUN COUNTY SCHOOL/Calhoun County School Superintendent
CHARLOTTE COUNTY SCHOOL/Charlotte County School Superintendent
CITRUS COUNTY SCHOOL/Citrus County School Superintendent
CLAY COUNTY SCHOOL/Clay County School Superintendent
COLLIER COUNTY SCHOOL/Collier County School Superintendent
COLUMBIA COUNTY SCHOOL/Columbia County School Superintendent
DADE COUNTY SCHOOL/Dade County School Superintendent
DESOTO COUNTY SCHOOL/Desota County School Superintendent
DUVAL COUNTY SCHOOL/Duval County School Superintendent
ESCAMBIA COUNTY SCHOOL/Escambia County School Superintendent
FLAGLER COUNTY SCHOOL/Flagler County School Superintendent
FRANKLIN COUNTY SCHOOL/Franklin County School Superintendent
GADSDEN COUNTY SCHOOL/Gadsden County School Superintendent
GILCHRIST COUNTY SCHOOL/Gilchrist County School Superintendent
GLADES COUNTY SCHOOL/Glades County School Superintendent
GULF COUNTY SCHOOL/Gulf County School Superintendent
HAMILTON COUNTY SCHOOL/Hamilton County School Superintendent
HARDEE COUNTY SCHOOL/Hardee County School Superintendent
HENDRY COUNTY SCHOOL/Hendry County School Superintendent
HERNANDO COUNTY SCHOOL/Hernando County School Superintendent
HIGHLANDS COUNTY SCHOOL/Highlands County School Superintendent
HILLSBOROUGH COUNTY SCHOOL/Hillsborough County School Superintendent
HOLMES COUNTY SCHOOL/Holmes County School Superintendent
INDIAN RIVER COUNTY SCHOOL/Indian River County School Superintendent
JACKSON COUNTY SCHOOL/Jackson County School Superintendent
JEFFERSON COUNTY SCHOOL/Jefferson County School Superintendent
LAFAYETTE COUNTY SCHOOL/Lafayette County School Superintendent
LAKE COUNTY SCHOOL/Lake County School Superintendent
LEE COUNTY SCHOOL/Lee County School Superintendent
LEON COUNTY SCHOOL/Leon County School Superintendent
LEVY COUNTY SCHOOL/Levy County School Superintendent

LIBERTY COUNTY SCHOOL/Liberty County School Superintendent
MADISON COUNTY SCHOOL/Madison County School Superintendent
MANATEE COUNTY SCHOOL/Manatee County School Superintendent
MARION COUNTY SCHOOL/Marion County School Superintendent
MARTIN COUNTY SCHOOL/Martin County School Superintendent
MONROE COUNTY SCHOOL/Monroe County School Superintendent
NASSAU COUNTY SCHOOL/Nassau County School Superintendent
OKALOOSA COUNTY SCHOOL/Okaloosa County School Superintendent
OKEECHOBEE COUNTY SCHOOL/Okeechobee County School Superintendent
ORANGE COUNTY SCHOOL/Orange County School Superintendent
OSCEOLA COUNTY SCHOOL/Osceola County School Superintendent
PALM BEACH COUNTY SCHOOL/Palm Beach County School Superintendent
PASCO COUNTY SCHOOL/Pasco County School Superintendent
PINELLAS COUNTY SCHOOL/Pinellas County School Superintendent
POLK COUNTY SCHOOL/Polk County School Superintendent
PUTNAM COUNTY SCHOOL/Putnam County School Superintendent
ST. JOHNS COUNTY SCHOOL/St. Johns County School Superintendent
ST. LUCIE COUNTY SCHOOL/St. Lucie County School Superintendent
SANTA ROSA COUNTY SCHOOL/Santa Rosa County School Superintendent
SARASOTA COUNTY SCHOOL/Sarasota County School Superintendent
SEMINOLE COUNTY SCHOOL/Seminole County School Superintendent
SUMTER COUNTY SCHOOL/Sumter County School Superintendent
SUWANNE COUNTY SCHOOL/Suwanne County School Superintendent
TAYLOR COUNTY SCHOOL/Taylor County School Superintendent
UNION COUNTY SCHOOL/Union County School Superintendent
VOLUSIA COUNTY SCHOOL/Volusia County School Superintendent
WAKULLA COUNTY SCHOOL/Wakulla County School Superintendent
WALTON COUNTY SCHOOL/Walton County School Superintendent
WASHINGTON COUNTY SCHOOL/Washington County School Superintendent

BACKGROUND

In May of 1995, the Florida Legislature passed SB 1544, Chapter 95-403, Laws of Florida, which includes the Education Facilities Infrastructure Improvement Act. The Act contains a provision that aims to promote investment in advanced telecommunications infrastructure for eligible educational facilities (see definitions below). In order to reap the benefits of subsidized investment in advanced telecommunications infrastructure, eligible facilities must first make requests. Pursuant to Section 364.515(2), F.S., an eligible facility, or a group of eligible facilities based on geographic proximity, shall submit a technology needs request to the Division of Communications of the Florida Department of Management Services no later than July 1, 1997.

Once a technology needs request or group request has been received and has been determined to meet the standards outlined in the Education Facilities Infrastructure Improvement Plan, the Department of Management Services will initiate a bidding process to obtain the advanced telecommunications services requested by an eligible facility or group of eligible facilities. Specifically, Section 364.515(3), F.S. provides that:

The Department of Management Services shall establish specifications to acquire the advanced telecommunications infrastructure needed to provide advanced telecommunications services. The advanced telecommunications infrastructure used to provide such connections to the eligible facilities shall be provided at no cost in an amount not to exceed \$20,000 per eligible facility.

DEFINITIONS (PER SECTION 364.508, F.S.)

"Advanced telecommunications services" are defined as network-based or wireless services that provide additional communications capabilities enabling the use of applications such as distance learning, video conferencing, data communications, and access to the Internet. Section 364.508(5), F.S.

"Eligible Facilities" means all approved campuses and instructional centers of all public universities, public community colleges, area technical centers, public elementary schools, middle schools, and high schools, including school administrative offices, public libraries, teaching hospitals, the research institute described in s. 240.512, and rural public hospitals as defined in s. 395.602. If no rural public hospital exists in a community, the public health clinic which is responsible for individuals before they can be transferred to a regional hospital shall be considered eligible. (Section 364.508(5), F.S.)

**DATA/INFORMATION REQUEST ON
ADVANCED TELECOMMUNICATIONS INFRASTRUCTURE IMPROVEMENT
PLANS OF FLORIDA SCHOOL DISTRICTS**

School District: _____

Name, title, and telephone number
of official responding to request:

PLEASE RETURN NO LATER THAN January 29, 1996, TO:

Daniel Lee or Shedrick Pugh
Division of Research and Regulatory Review
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0872
FAX No. (904) 413-6876

PLEASE REFER TO THE BACKGROUND AND DEFINITIONS IN RESPONDING TO THIS SURVEY.

1. How many eligible facilities are there in your school district? _____
2. Please estimate the number of eligible facilities in your district that *are expected* to submit a technology needs request. _____
3. Please consider the following statements as they pertain to those eligible facilities that *are expected* to submit a technology needs request and mark your responses with a (✓):
 - A. In general, significant investment in internal infrastructure (such as computer hardware and software, etc.) will be necessary prior to the acquisition of advanced telecommunications infrastructure.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- B. In general, expenditures for advanced telecommunications infrastructure that are beyond the allotted \$20,000 will be required to meet the telecommunications goals of the eligible facilities in your district.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- C. In general, ongoing service charges for advanced telecommunications services will be significant relative to the eligible facilities' overall annual budgets.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

4. Please estimate the number of eligible facilities in your district that *are not expected* to submit a technology needs request. _____

5. Please consider the following statements as they pertain to those eligible facilities that *are not expected* to submit a technology needs request and mark your responses with a (✓):

- A. In general, the reason for not submitting a technology needs request is that the necessary internal infrastructure (such as computer hardware and software, etc.) is too costly and not currently in place.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- B. In general, the reason for not submitting a technology needs request is that the total cost of advanced telecommunications infrastructure will exceed the allotted \$20,000.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- C. In general, the reason for not submitting a technology needs request is that ongoing service charges for advanced telecommunications services will be too costly.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- D. In general, the reason for not submitting a technology needs request is that the advanced telecommunications infrastructure expenditure is not a priority because other educational expenditures are more important.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

- E. In general, because advanced telecommunications infrastructure is already in place, acquisition via technology needs requests is not necessary.

Strongly Agree (3)	Moderately Agree (2)	Mildly Agree (1)	Disagree (0)

6. Please identify any other reasons for not submitting technology needs requests for eligible facilities.

RESULTS

SURVEY OF FLORIDA'S 67 SCHOOL DISTRICTS

Questions 1, 2 and 4. The 50 respondents reported that there were 2,309 eligible facilities within their school districts. Of the 2,309 eligible facilities, the school districts are expecting that approximately 1,971 (85 percent) will submit technology needs requests and approximately 331 (15 percent) will not be submitting requests.¹

All 50 respondents expect to file needs requests for at least 1 or more eligible facilities. Only 22 responding school districts expect that they will not be submitting requests for some eligible facilities.

The school districts were asked to give their opinions concerning several infrastructure issues. School districts were queried regarding both the eligible facilities for which they expect to submit requests and the eligible facilities for which they do not expect to submit.

Question 3A. Practically all of the school districts, 46 (92 percent) of the 50 respondents, agreed with a statement that significant investment in internal infrastructure will be necessary prior to the acquisition of advanced telecommunications infrastructure (See Table A).

Question 5A. There was a similar expectation by school districts regarding the eligible facilities for which they are not expecting to submit needs requests. Of 22 school districts, 15 (68 percent) agreed with the statement that one of the reasons for not submitting a needs request is because the necessary internal infrastructure is too costly and not currently in place (See Table B).

Question 3B. Of the 50 responding school districts, 41 (82 percent) of the school districts agreed with a statement that expenditures beyond the allotted \$20,000 will be required to meet the telecommunications goals of the eligible facilities in their district (See Table C).

Question 5B. The school districts expressed a similar sentiment regarding the eligible facilities for which they are not expecting to submit needs requests. Of 22 school districts, 16 (73 percent) agreed with a statement that one of the reasons an eligible facility might forgo submitting a needs request is because the total cost of the advanced telecommunications infrastructure would exceed the allotted \$20,000 (See Table D).

¹The sum of the eligible facilities that are expected to submit technology needs requests and the eligible facilities not expected to submit does not equal the total number of eligible facilities because those two components are estimates.

Question 3C. Ongoing service charges are also a concern of the school districts. Of 50 school districts, 46 (92 percent) agreed with a statement that ongoing service charges will be significant relative to the overall annual budgets of the eligible facilities in the district (See Table E).

Question 5C. Of the 22 responding school districts which expect that they will not be submitting requests for some eligible facilities, 16 (73 percent) agreed with the statement that the reason for not submitting a technology needs request is that ongoing service charges for advanced telecommunications services will be costly (See Table F).

Question 5D and 5E. There are two other questions in the survey regarding the possible reasons why an eligible facility might not submit a needs request. More than half of the 22 responding school districts, 12 (55 percent) agreed with a statement that the reason for not submitting a technology needs request is that the advanced telecommunications infrastructure is not a priority because other educational expenditures are more important (See Table G). Finally, half of the 22 responding school districts, agreed with the statement that because advanced telecommunications infrastructure is already in place, acquisition via technology needs requests is not necessary (See Table H).

Question 6. In question 6 they were asked to provide their own comments regarding any other reasons for not submitting technology needs requests for eligible facilities. Of the 22 school districts that said they do not expect to file needs requests for all of their eligible facilities (a total of approximately 331 eligible facilities or 15 percent of all respondent eligible facilities), 12 made comments as to why needs requests would not be filed. In addition, both the Glades and Pinellas County school districts commented as to why needs requests might not be filed even though they expected to file needs requests for all of their eligible facilities.

In general, there were four reasons offered to explain why needs requests would not be filed. The most common reason was a lack of technical expertise. Five school districts indicated that they do not have sufficient technical expertise available to prepare a technical grant request. These counties are: Bradford, Brevard, Duval, Jefferson and Washington. Jefferson also stated that this type of procedure inherently discriminates against small districts because they do not have the available expertise to complete the requests.

Essentially, five districts indicated that \$20,000 per facility might not be adequate to meet their needs. Broward, Leon, and Seminole counties expressed an interest in pooling the

resources and using them to build a centralized system that could be used by all of the schools in the county. These counties mentioned that the \$20,000 per school is not much if it has to be spent separately by each school. Suwannee also mentioned that it took \$600,000 to retrofit two schools in the district. Their response concluded that, "Twenty thousand won't begin to retrofit other facilities. One school has the wiring in place but cannot afford a server." Pasco's response stated that, "With the proposed cap of \$20,000 per facility, the projects would have to be, by necessity, limited in scope."

Time was cited as a big issue by three counties. Jefferson mentioned that the paper work required for a needs request would be very time consuming and it would be hard to complete in the allotted time. Pinellas said that a needs request would not be submitted if there is a failure to notify the potential participants in a timely manner. Washington mentioned that because they are a small district with limited personnel, whether or not eligible facilities would apply would depend on the amount of paper work and documentation required.

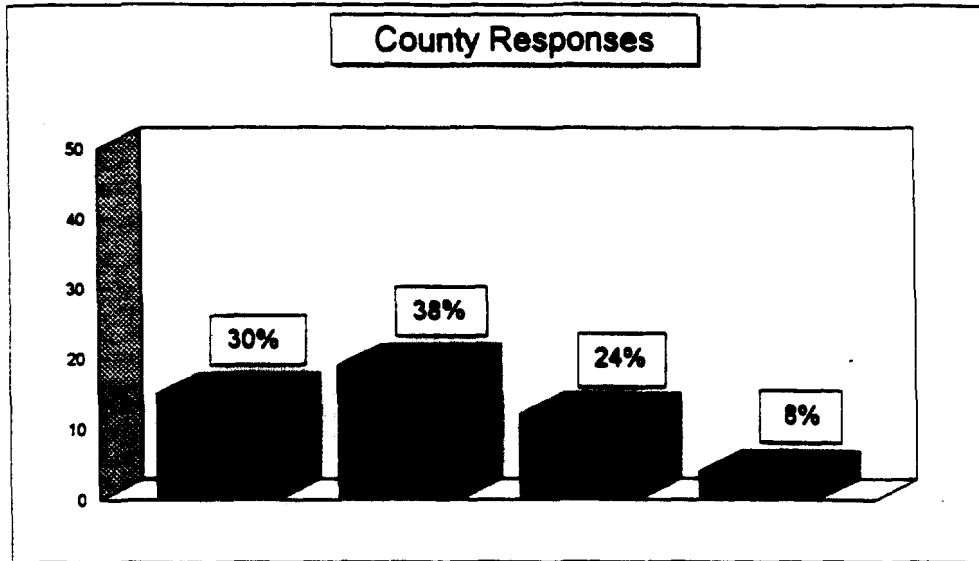
Flagler cited the difficulty of determining the needs of the individual schools as a reason that technology needs requests might not be submitted. Flagler said that it would be difficult to determine the needs for each of the sites because the schools are very independent due to the districts commitment to site-based management. In addition, he cited confusion concerning the depth of advanced technology because the parameters are very ill defined.

Glades County stated that only special limitations placed upon receiving the grant would keep the county from submitting a needs request for an eligible facility. The limitations would also have to be ones placed upon the county that could not or would not be met, to prevent them from submitting requests for eligible facilities.

SURVEY QUESTION 3A

For eligible facilities that are expected to submit technology needs requests, what is your opinion regarding the following statement:

In general, significant investment in internal infrastructure (such as computer hardware and software, etc.) will be necessary prior to the acquisition of advanced telecommunications infrastructure.



Strongly Agree	Moderately Agree	Mildly Agree	Disagree
CALHOUN	BRADFORD	BROWARD	ALACHUA
COLLIER	BREVARD	DUVAL	BAKER
DIXIE	CHARLOTTE	FLAGLER	HENDRY
ESCAMBIA	CITRUS	GADSDEN	LEE
HILLSBOROUGH	DADE	GLADES	
HOLMES	HAMILTON	LEVY	
LAFAYETTE	HERNANDO	MARION	
LEON	HIGHLANDS	NASSAU	
MANATEE	INDIAN RIVER	OSCEOLA	
OKEECHOBEE	JEFFERSON	SANTA ROSA	
PALM BEACH	LAKE	ST.LUCIE	
PASCO	LIBERTY	TAYLOR	
PINELLAS	MADISON		
SUWANNEE	MARTIN		
VOLUSIA	OKALOOSA		
	ORANGE		
	PUTNAM		
	UNION		
	WASHINGTON		
15	19	12	4

TOTAL AGREE
TOTAL DISAGREE
TOTAL RESPONDENTS

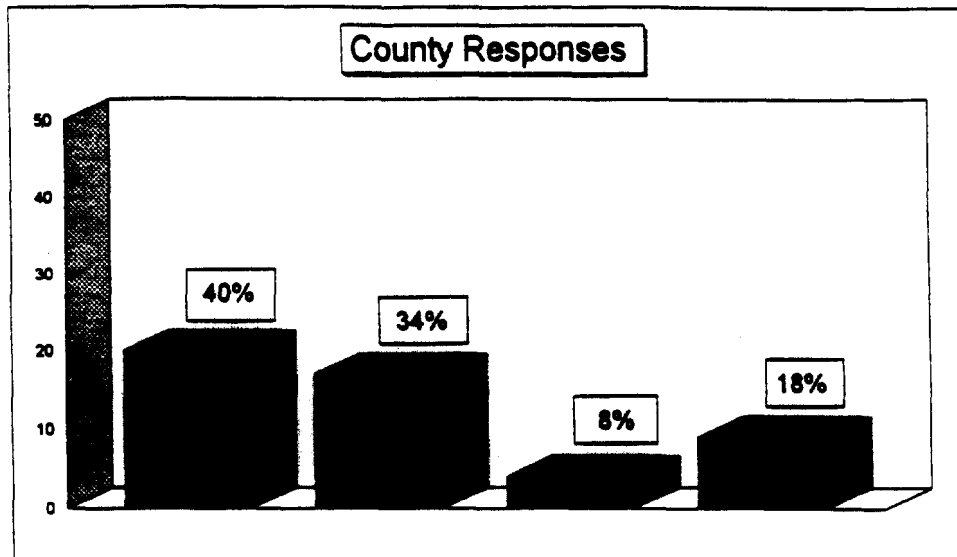
46
4
50

PERCENTAGE
92%
8%

SURVEY QUESTION 3B

For eligible facilities that are expected to submit technology needs requests, what is your opinion regarding the following statement:

In general, expenditures for advanced telecommunications infrastructure that are beyond the allotted \$20,000 will be required to meet the telecommunications goals of the eligible facilities in your district.



Strongly Agree	Moderately Agree	Mildly Agree	Disagree
BROWARD	BREVARD	BAKER	ALACHUA
CALHOUN	CHARLOTTE	BRADFORD	DADE
CITRUS	DUVAL	NASSAU	HILLSBOROUGH
COLLIER	FLAGLER	PUTNAM	LAFAYETTE
DIXIE	GADSDEN		LEVY
ESCAMBIA	GLADES		MADISON
HERNANDO	HAMILTON		OSCEOLA
HIGHLANDS	HENDRY		ST. LUCIE
LAKE	HOLMES		TAYLOR
LEE	INDIAN RIVER		
LEON	JEFFERSON		
MARTIN	LIBERTY		
OKALOOSA	MANATEE		
OKEECHOBEE	MARION		
ORANGE	PINELLAS		
PALM BEACH	SANTA ROSA		
PASCO	WASHINGTON		
SUWANNEE			
UNION			
VOLUSIA			
20	17	4	9

TOTAL AGREE
TOTAL DISAGREE
TOTAL RESPONDENTS

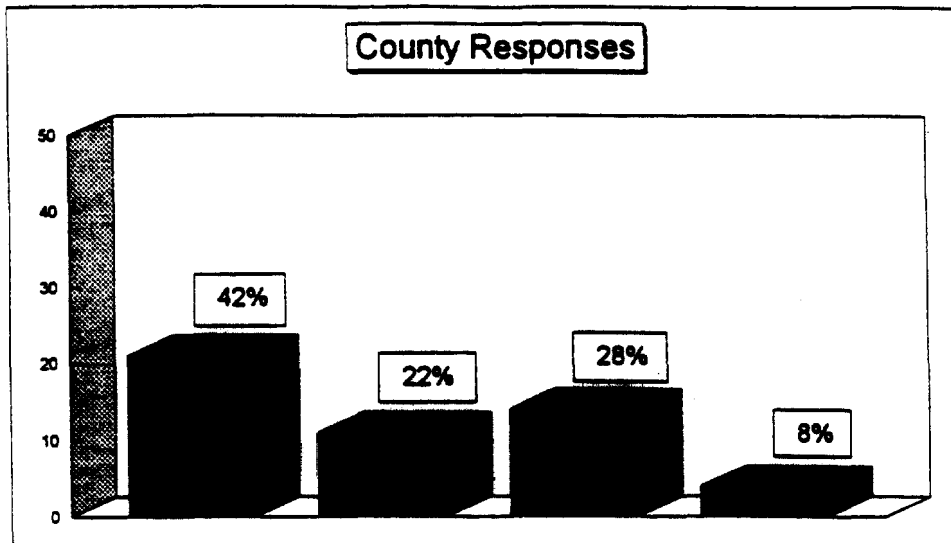
PERCENTAGE
82%
18%

41
9
50

SURVEY QUESTION 3C

For eligible facilities that are expected to submit technology needs requests, what is your opinion regarding the following statement:

In general, ongoing service charges for advanced telecommunications services will be significant relative to the eligible facilities' overall annual budgets.



Strongly Agree	Moderately Agree	Mildly Agree	Disagree
BREVARD	BRADFORD	BROWARD	ALACHUA
CALHOUN	DADE	CHARLOTTE	BAKER
CITRUS	GADSDEN	DUVAL	COLLIER
DIXIE	GLADES	FLAGLER	HERNANDO
ESCAMBIA	HAMILTON	HENDRY	
HILLSBOROUGH	HIGHLANDS	LEVY	
INDIAN RIVER	HOLMES	LIBERTY	
LAFAYETTE	JEFFERSON	MANATEE	
LAKE	LEON	MARION	
LEE	ST. LUCIE	NASSAU	
MADISON	UNION	OKEECHOBEE	
MARTIN		PUTNAM	
OKALOOSA		SANTA ROSA	
ORANGE		TAYLOR	
OSCEOLA			
PALM BEACH			
PASCO			
PINELLAS			
SUWANNEE			
VOLUSIA			
WASHINGTON			
21	11	14	4

TOTAL AGREE
TOTAL DISAGREE
TOTAL RESPONDENTS

46
4
50

PERCENTAGE
92%
8%